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Message Text

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64
ORIGIN NEA-10

INFO OCT-01 ISO-00 COME-00 EB-07 /018 R

DRAFTED BY NEA/ARP:PDMOLINEAUX:LB
APPROVED BY NEA/ARP:FMDICKMAN
DOC/BIC/CAGNE:GBECK (INFO)
---------- 120689
O 090220Z APR 76
FM SECSTATE WASHDC
TO AMEMBASSY MUSCAT IMMEDIATE

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E.O. 11652: N/A

TAGS: BGEN, MU

SUBJECT: INTERCONTINENTAL HOTEL PROJECT

REF: MUSCAT 400

1. REFTEL PASSED TO HAROON OF IHC NEW YORK. IHC IS MOST THANKFUL TO AMBASSADOR FOR HIS ASSISTANCE.

2. IHC VICE PRESIDENT BURGUND DEPARTED APRIL 8 TO MIDDLE EAST, AND HOPES TO VISIT MUSCAT SHORTLY. IHC SENT TELEX TO RAJAB APRIL 8 STATING IHC AT LOSS TO UNDERSTAND ACTION AGAINST NEVILLE, AND REQUESTING RAJAB TO AGREE TO MEETING WITH BURGUND.

3. MR. WOOD, AN ASSISTANT TO HAROON, PROVIDED DEPARTMENT WITH BACKGROUND OF PROBLEM, AS PERCEIVED BY IHC: NORMALLY, IHC PRACTICE IS TO TRY TO WORK WITHIN TRIPARTITE RELATIONSHIP, I.E., IHC, BUILDER, AND LOCAL NATIONAL GOVERNMENT. PROBLEM IN OMAN IS THAT SOJEX IS CLOSELY TIED IN WITH GOVERNMENT AT HIGHEST LEVELS. IHC APPREHENSIVE THAT QUARREL WITH SOGEX WILL BE PERCEIVED AS QUARREL WITH OMAN. IHC CHARACTERIZES ITS RELATIONS WITH SOGEX,
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PARTICULARLY DURING PERIOD WHEN FOX WAS IHC REPRESENTATIVE

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; MUSCAT, AS "ONGOING BATTLE". IHC FINDS SOGEX'S WORK COMPLETELY UNACCEPTABLE: SOGEX IS USING "INFERIOR MATERIALS", APPLYING "UNACCEPTABLE CONSTRUCTION PRACTICES", AND GENERALLY "CUTTING CORNERS". OMAN PROJECT IS ONLY IHC-SOGEX DEAL IN EXISTENCE.

4. DEPARTMENT OFFICER BRIEFED WOOD IN BROAD TERMS ON GENERAL COMMERCIAL-POLITICAL CLIMATE IN MUSCAT, PARTICULARLY RELATIONSHIP OF LEADING SOGEX PARTNER TO OMANI GOVERNMENT. IHC ALREADY GENERALLY AWARE OF PROBLEM.

5. DEPARTMENT OFFICER TOLD IHC THAT EMBASSY MUSCAT WOULD BE GLAD RENDER ALL POSSIBLE ASSISTANCE, AND ENCOURAGED IHC TO SUGGEST TO BURGUND THAT HE ALSO PAY CALL ON AMBASSADOR WHEN VISITING MUSCAT.

6. IHC PROMISED KEEP DEPARTMENT FULLY INFORMED OF DEVELOPMENTS AT THIS END. DEPARTMENT WILL KEEP POST INFORMED. SISCO

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